

# Doing Business with the United States Department of Veterans Affairs



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Advanced Planning for Industry Briefing  
VA Technology Acquisition Center (TAC)

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# VA's Mission

“With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation’s wounds, **to care for him who shall have borne the battle, and for his widow and orphan**, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”

--Abraham Lincoln



# VA Profile

- FY 2010 Budget Request - \$112.8 Billion
- FY 2009 Total Budget - \$96.8
- FY 2009- 12.8 Billion for Supplies/Services
- 23.5 Million+ Veterans; 39.1 Million Family
- 286,000 Employees – 2nd Largest
- 85,428 Volunteers- 11.6 million hours



# VA Organizational Structure

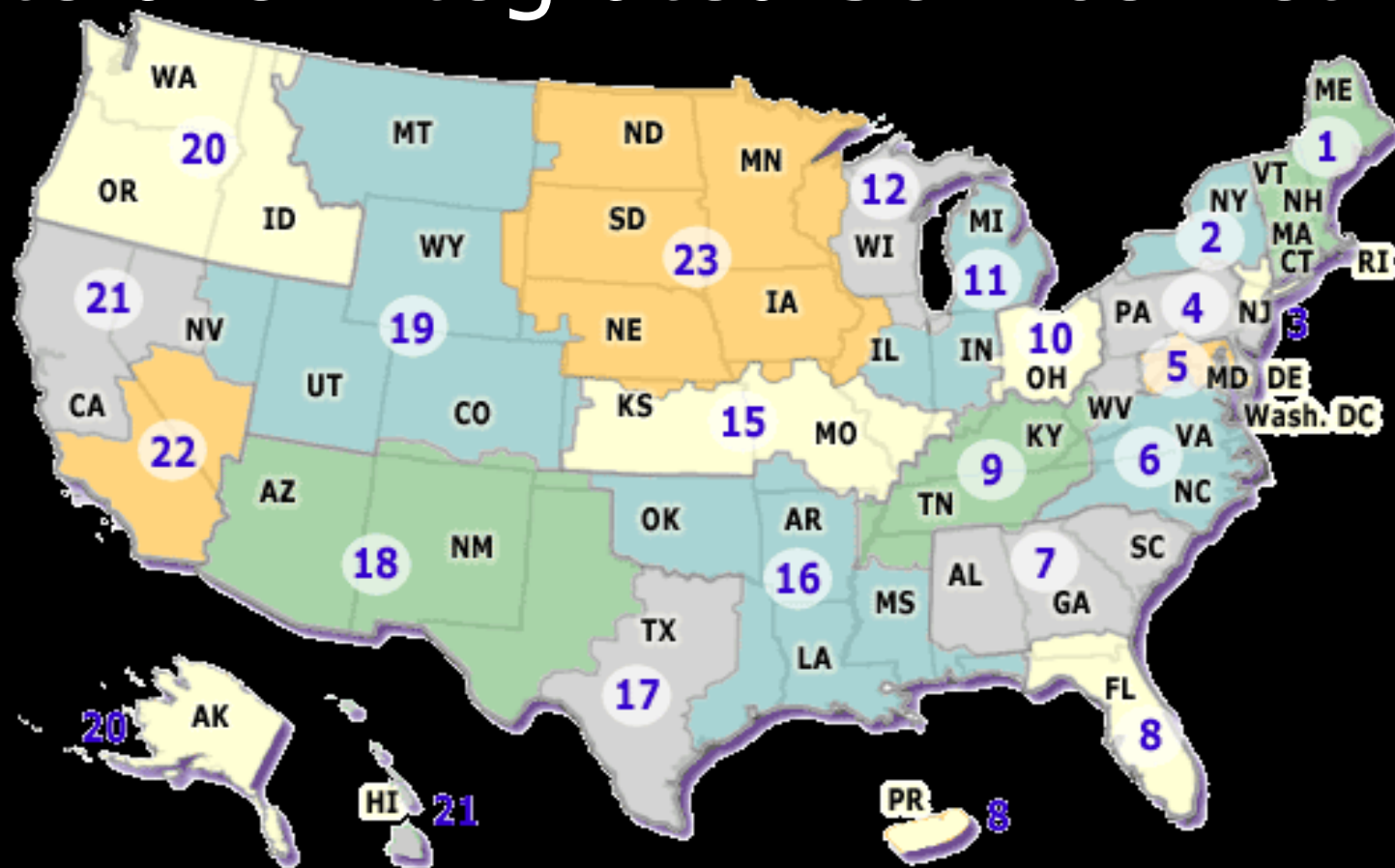
- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices





# VHA Structure – “VISNs”

## Veterans Integrated Service Networks





## FY 2009 Goals & Accomplishments

(tentative accomplishments)

Category	Secretary's Goals	VA Accomplishments
Small Business	28.7	35.07%
Small Disadvantaged Bus. (including Section 8(a))	5%	8.93%
Women-Owned SB	5%	3.32%
Veteran-Owned SB	10%	19.68%
Service-Disabled Veteran-Owned Small Business	7%	16.75%
HUBZone Small Business	3%	1.94%



# What VA Buys

- Information Technology
  - Hardware, Software, Maintenance & Other Services
- Medical, Dental and Veterinary Equipment & Supplies, Pharmaceuticals (FSG 65)
- Instruments & Laboratory Equip (FSG 66)
- Perishable and Non-Perishable Subsistence



## What VA Buys (cont.)

- Nursing Home Services
- Prescription Eyeglasses
- Readjustment Counseling Services
- Home Oxygen & Medical Gases
- Security Services





## What VA Buys (cont.)

- Medical Transcription Services
- Interment Flags
- Grounds Maintenance
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Svcs.



## What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect & Engineer Services
- Construction Services
- Office Supplies & Equipment
- Office Equipment Maintenance
- Consulting & Advisory Services



## How VA Buys

- Prime Vendor Programs
  - Med/Surg
  - Pharmaceutical
  - Subsistence
- National Contracts



# How VA Acquires IT

- VA Technology Acquisition Center (TAC) was established March 30, 2009 to procure IT.





# Who Buys

- VA Medical Centers
- Veterans Integrated Service Networks
- VA National Acquisition Center (NAC)
- Office of Acquisition, Logistics & Construction
- VA National Cemetery Administration
- VA Franchise Data Center, Austin, TX
- VA Office of Administration
- VA Acquisition and Logistics Center



# Veteran Entrepreneurship

1. P.L. 106-50, Veterans Entrepreneurship & Small Business Development Act of 1999
2. P.L. 108-183, Veterans Benefits Act of 2003
3. Executive Order 13360, the Service-Disabled Veterans Executive Order (October 20, 2004)
4. P.L. 109-461, Veterans Benefits, Healthcare & Information Technology Act of 2006), December 22, 2006; Effective June 20, 2007



# VA Hierarchy of Small Business Programs\* (Open Market Acquisitions\*\*)

1. Service-disabled veteran-owned firms\*\*\*
2. Veteran-owned firms\*\*\*
3. HUBZone firms and 8(a) participants (tied)
4. All others (including general small business)

\*\*Not applicable to FAR Part 8 Acquisitions



# P.L. 109-461 Set-Aside Authorities

## SDVOSB:

Competitive – Unlimited by dollar value

Sole-Source – Limited to \$5 million

## VOSB:

Competitive – Unlimited by dollar value

Sole Source – Limited to \$5 million





# VA's P.L. 109-461 Verification Program

- Responsible Organization
  - VA's Center for Veterans Enterprise
  - Contact: [VACVE@va.gov](mailto:VACVE@va.gov)
  - Toll-free support: 1-866-584-2344
- Locate Program Application Information:
  - [www.VetBiz.gov](http://www.VetBiz.gov) – click on Vendor Information Pages database
- Fully electronic and secure application process





# VA's P.L. 109-461 Verification Program

Who may apply:

Owners who are veterans, service-disabled veterans, or eligible surviving spouses

Eligible Term:

One year with no change in ownership



# Verification Logos





# Prime & Subcontracting Opportunities

- Open market acquisitions & contract awards published in the Federal Business Opportunities System ([www.fbo.gov](http://www.fbo.gov))
- VA Forecast of Contracting Opportunities ([www.va.gov/osdbu](http://www.va.gov/osdbu))
- VA subcontracting opportunities ([www.va.gov/osdbu](http://www.va.gov/osdbu))
- Federal Procurement Data Center (FPDC) (<https://fpds.gov>)
- Small Business Administration's Sub-Net (<http://web.sba.gov/subnet/>)



**SBA**

**SUB-Net**





# The American Recovery and Reinvestment Act of 2009

- [www.va.gov/RECOVERY/index.asp](http://www.va.gov/RECOVERY/index.asp)
- Implementation Overview
- Agency Plans and Reports
- The Recovery Act Legislation



# Improve Your Chances

- Service-Disabled Veteran-Owned & Veteran-Owned Rep/Verification\*
- Register in VIP Database\*
- 8(a) / SDB Certification
- HUBZone Certification
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing Assistance

\*P.L. 109-461



## VA Center for Small Business Utilization

1-800-949-8387

202-461-4300

[www.va.gov/osdbu](http://www.va.gov/osdbu)



## VA Center for Veterans Enterprise

1-866-584-2344

[www.VetBiz.gov](http://www.VetBiz.gov)

